

**RESPONSE TO QUESTIONS – REQUEST FOR
QUALIFICATIONS/EXPRESSIONS OF INTEREST –
TRANSIT SHUTTLE SERVICE FOR BALTIMORE CITY’S
DOWNTOWN AND WATERFRONT AREAS**

1. Page 5 – Required Submission Documents- #1 Firm’s Expertise does not request any financial or insurance information from the proposer. Based on the possible size and scope of the project, we feel this will be an important consideration. The ability of a vendor to be able to be able to finance the operation, purchase vehicles and meet insurance requirements is paramount to the success of the project.

RESPONSE: As we have not yet determined the full scope of services to be provided, we believe that the requested description of a firm’s expertise as outlined on Page 5 will meet the City’s needs.

2. Page 5 – Required Submission Documents- #2 System Development Plan makes no guarantee to maintain the confidentiality of the plan proposed. How can the City assure us that the creative ideas we present in our proposal will remain exclusively ours and not become part of a future RFP?

RESPONSE: This RFQ/EOI was issued for the purpose of identifying a potential operator of a land-based transit system. While there does remain a possibility that the City would move to a Request for Proposals (RFP), we would be cautious in basing such an RFP in a manner that is closely-related to the ideas put forth in any one submission. It should also be noted that submissions made under this RFQ/EOI are subject to the Maryland Public Information Act. Firms should clearly note any material in its submission which it believes to be proprietary in nature.

3. Page 5 – Required Submission Documents- #2 System Development Plan speaks to fare collection. At the prebid meeting, there was discussion of an integrated fare system with MTA. Is it the City’s desire to use SmartCard technology? If so, who will pay for this?

RESPONSE: We are very interested in using the MTA’s SmartCard technology and the MTA has indicated an interest in partnering with the City to enable the City to use this fare medium. Firms should discuss the merits of this approach in their response under “System Development Plan.”

4. Page 9 – E. Planning Grant states that there may be a short term agreement for research and planning to conduct technical studies. We assume this will be done post award but it has been our experience this type of study is usually done prior to issuance of a bid document. Will the City reconsider the timeline?

RESPONSE: No, we will not reconsider the timeline. The City purposefully chose this process because we believe that a private-operator can best help to guide the scope of any required technical studies.

5. We respectfully request that the due date for this proposal be at least 30 days from the distribution of the final addenda from the City.

RESPONSE: Please note that the deadline for the receipt of submissions has been extended to Wednesday, October 10, 2007 at 4:00 PM.

6. Does the City honor M/WBE certifications from the Maryland Department of Transportation?

RESPONSE: No. MBE and WBE firms must be certified by Baltimore City's Minority and Womens Business Opportunity Office (MWBOO). If you have any questions about this, please call Thomas Corey at MWBOO at (410) 396-3305.

7. Will providers be under a single contract or will each route be with a different provider?

RESPONSE: It is our intent to have a single contract for this service.

8. Will fare boxes be the responsibility of the contractor if the SmartCard is not used?

RESPONSE: Yes, if it is determined that a fare will be collected.

9. If a company is issued a planning grant, what timeframe is envisioned for completion of the study and who will be privy to the results of the study?

RESPONSE: We would hope to complete any technical studies within 120 days of the award of a planning grant. The results of the study would be a public document.

10. Define what is meant by "Environmentally-Friendly"?

RESPONSE: Baltimore City has been clear about its goal to be a "cleaner, greener" City. In the context of providing transit services, this

could mean (but is not limited to) clean-fuel vehicles, a maintenance facility that is carbon-neutral or employs “green” practices for bus cleaning operations.

11. What does MTA currently use for its fare medium? Who will bear the cost of this fare-reading equipment?

RESPONSE: MTA currently uses a variety of fare media including cash, tokens, flash-passes, etc. We are very interested in using the MTA’s SmartCard technology and the MTA has indicated an interest in partnering with the City to enable the City to use this fare medium. Firms should discuss the merits of this approach in their response under “System Development Plan.” If it is determined that a fare will be collected and we opt to not use the SmartCard technology, the operator would assume the responsibility of fare collection equipment.

12. Will there be any state or Federal funds earmarked for this project? If so, what amounts?

RESPONSE: We do not anticipate any State or federal operating subsidies for this project; however, we may access State or federal funds for capital purchases related to this service. Specific amounts are not known at this time.

13. Will a company be awarded this contract if they've made a "good faith" effort and still can't obtain the required MBE/WBE goals?

RESPONSE: We cannot anticipate how Baltimore City’s Minority and Womens Business Opportunity Office (MWBOO), the Parking Authority Board of Directors or the Board of Estimates might view a proposed contract that does not meet the MBE/WBE goals.

14. What will be the length of this contract? Any renewals?

RESPONSE: Paragraph III.A.3 requests that the proposal describes how a contract for this partnership might be structured. We would assume that the length of contract would be one of the considerations a firm might offer in this narrative.